Your wireless partners

Adapting technology to the future.....
Market Sectors

- Medical
- Automotive
- Utilities
- Defence
- Telecoms
- Banking
- EPOS
- Transport
- Gaming Industry
- ... and more
ManageNet

Providing airtime with a managed service and options for additional security, performance acceleration, reporting and fixed assigned network addresses
Adaptive Modules in the M2M Market

- Airtime provider for O2
- Customised billing services
  - Revenue share
  - Customer credit checking
  - Bill supplier or your customer’s direct
  - Shipment of active SIMS next day
  - Complete managed service
- More than just a “pipe”
  - ManageNet
  - ManageNet Plus
Overview of ManageNet

• An innovative wireless solution designed for Manufacturers, Integrators and Application Developers within the M2M market

• Provides all the components of a reliable and secure private network enabling users to access specific information from a remote terminal. The ability to monitor and control your remote devices.

• Permits the transfer of secure data both quickly and cheaply with easy device connection and management

• Works on a combination of communication mediums including: GPRS, 3G and satellite

• High capacity Data Centre in Docklands that routes all information via III Des high security encryption
M2M Players

It’s not just the mobile network – It’s cooperation between partners
Applications Overview

Access Tools

Enabling Remote Devices

24/7 Network Operating Centre

Monitoring Remote Devices

Central station

Field Worker

M2M

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Current technical and commercial challenges

- Inadequate security of data during transmission
- Slow transmission speeds
- Restricted management reporting from the data network
- Inability to manage many remote devices in real time
- No device to device communication
- Excessive development time in developing applications
- Integration difficulties with existing IT networks
ManageNet - A compelling M2M proposition

- Device specific IP addressability
- Peer to Peer (P2P), two way connectivity
- Simple SIM based network management and control
- VPN capability to replace leased and fixed line systems
- Faster and easier development, operation and maintenance of your M2M solutions
- Authentication mechanisms
- Same infrastructure for multiple applications and customers
- Convenient integration to many different back-end systems
- Flexibility and scalability for your solutions
- No capital expenditure. ManageNet charged on a cost per user per month with or without airtime
ManageNet

• ManageNet is a Virtual Private Network

• Allows mobile terminals to send information via Adaptive Modules’s infrastructure to a users LAN

• Fixed IP addressing enables any mobile device to be passive in communication

• Offers customers a secure and private network across the Internet

• Firewall to mobile device configuration allowing transmission via IP SEC VPN tunnel

• Provision of APN’s and fixed IP

• As a wireless alternative it removes the need for private lines to multiple sites
What is ManageNet Plus
Real-time monitor and control of connectivity

- SIM Management
- Usage reporting + alerts
- Access + user control
- Traffic analysis
- Device connection management
- “Pinging” of SIM + alert
- Data to terminals as GPRS not SMS
- Granular billing
ManageNet Plus

Management

- Real Time Statistics
- Activity Reporting
- Real Time Device Status

Control

- Address Management
- Firewall Control
- Online Account Listing

Report Extraction
- Billing Flexibility
- Account Status
- Access Control
- Activation Control
- Online Usage Report
ManageNet Successes

- First North Western
  - 1260+ Users
- GNER
  - 660 Users
- Kent Fire Brigade
  - 256 Users
- Thames Water
  - 1600+ Users
- Scott Rail
  - 780 Users
- Simplicity
  - 142 Users
- Simplytrack
  - 2000/annum
- Fleetmatics
  - 250/month
An unbeatable combination of features

- Fixed IP addressing
- Peer to Peer, two way connectivity
- Transfer acceleration and compression technology
- Data encryption technology
- Access and management of data via a public IP web page
- Access and user control
- SIM management, device connection management, traffic analysis, VPN protocol management, fraud control
- No high set up costs
  - No Capital Expenditure
  - Airtime revenue share

- Easily manageable
  - No need for in-house technical time
  - Management tools

- Secure
  - Private APN plus firewall configuration
  - Fixed IP addressing

- Agnostic
  - A range of devices
  - No commitment to one network
How it works

CUSTOMER SITE
- Email
- Database
- CRM

The Internet

DATA CENTER
- Servers
- Software

Mobile devices

GPRS Network

1

2

3

4
Sales Channels

• Service Providers
• SME
• Blue Chip Corporate
• M2M application developers and system integrators
• Modem Manufacturers
In summary

- ManageNet service provides users with a fully managed service for 1 – 3 years with revenue share on airtime usage
- Adaptive Modules provide fully hosted and managed GPRS connectivity
- Built to suit individual requirements, including a host of management tools
- No CapEx or need for additional equipment
- Private APN provides greater flexibility of firewall and VPN integration
- Fixed IP for two-way communication with a mobile terminal
- Proof of concept available
- Provides users or system integrators with a cost per user per month
- Allows users or suppliers to focus on their core competencies